



African Cotton & Textile Industries Federation (ACTIF)

Grant Report for the period ended 31st March 2011

Program Name: To promote trade in African cotton, textiles and apparel (CTA), expand market access regionally & internationally under the **Africa Growth & Opportunity Act (AGOA)** and **European Partnership Agreements (EPA)**. Further to develop sustainability of ACTIF for its continuity to assist in the development of the CTA sectors in Africa and to assist in the development of competitiveness and trade.

Standard Grant Agreement Number: ACT-STA-011-020

Program Dates: 1st Jan 2011 - October, 2011

Reporting period: 1st Jan 2011 - March, 2011

Beneficiary's Name: African Cotton & Textile Industries Federation (ACTIF)

Program Amount: USD \$ 274,000

Person Reporting: Rajeev Arora
Executive Director

Date of Report: 1st April 2011

1. Program Background

The African Cotton & Textile Industries Federation (ACTIF) was formed to promote trade and increase market access for the cotton, textile and apparel industry in Africa. This Mission is informed by its Vision which is, “an integrated cotton textile and apparel industry that effectively competes on the world market.”

The goal of ACTIF is increased trade in African cotton, textiles and apparel. This goal will be realized through the attainment of the organization’s strategic objectives which are:

- i. To promote trade in African cotton, textiles and apparel;
- ii. To expand market access;
- iii. To establish a market information system;
- iv. To promote the development of policies that are supportive to trade;
- v. To provide an institutional framework for the development of the cotton, textile and apparel industry in Africa; and
- vi. To enhance private sector involvement in regional policy formulation and implementation.

2. Objectives of the Grant



The primary objective of this grant application is to implement a set of activities in line with COMPETE’s objectives & ACTIF’s strategic & operating plan, which proposes a focus on: Strengthening market linkages through collection, synthesis and dissemination of information and provision of business-to-business platforms necessary to forge market linkages across the sector to develop Trade regionally & internationally (under AGOA and EPAs); Driving productivity / quality improvements through provision of capacity building trainings to the ginning, textile and apparel segments of the CTA value chain for enhancing competitiveness; Also to provide training to enhance risk-management in the sectors and represent private sector perspectives on trade policies at the regional and international levels.

3. Benchmark Assessments and Levels of Achievements - (a synopsis)

Activity/Tasks	Targets	Level of Achievement
<p>Indo – Africa cooperation along the cotton value chain</p> 	<p>January 2011</p>	<p>Following the participation of ACTIF in a South South training in India in November 2010, ACTIF was able to successfully develop a strategy for Indo – African cooperation along the cotton value chain.</p> <p>This strategy highlighted cooperation along: Transfer of technology; Capacity building activities; Quality control and accreditation procedures; Investment promotion; Develop exports into regional and international markets with joint collaborations; Market Access; Capacity building of farmers Cooperatives; Direct exchange programs</p> <p>The strategy has already been shared with International Trade Center who have expressed an interest to support some of the activities on a cost sharing basis.</p>
<p>Preparation of Grants request to USAID COMPETE</p>	<p>January 2011</p>	<p>ACTIF successfully prepared and presented a grants request to USAID COMPETE along with an implementation plan for the period of January to September 2011.</p> <p>ACTIF was able to secure an approval for USD ---- for the program period. The key areas of interventions to be covered will be: ‘Promoting Trade in African, Cotton, Textile and Apparel’ , Enhancing institutional framework for ACTIF sustainability and ‘Develop a Market information system (MIS) for enhancing Competitiveness’</p>

Competitive bidding evaluation for supply side Analysis funded by CDE	January 2011	<p>Following confirmation of support from the Center for the development of enterprise (CDE) to conduct a comprehensive supply side analysis of four countries (Kenya, Uganda, Tanzania & Sudan), ACTIF successfully conducted a market consultation exercise which included the evaluation of bids from four consulting firms which included: Integrated development Consultants; Bhawani Textile Consultants and Intertek Mauritius .</p> <p>Intertek Mauritius emerged the winner and the evaluation reports submitted to the funding partner CDE for their review and approval</p>
Meeting with Gatsby Trust to seek partnership in areas of mutual interest in cotton, textile & Apparel value chain	February 2011	<p>ACTIF successfully secured an appointment with the CEO and Program manager Gatsby Trust. Rajeev Arora and Barry Fisher attended the meeting and presented a discussion paper to Gatsby Trust that was seeking for support in two key areas: Enhancing Competiveness and Trade in East Africa's Cotton, Textile & Apparel Value chain including Capacity building in productivity and Quality improvement and Secretariat support during the implementation of the activities</p> <p>The management of Gatsby trust expressed an interest in the proposal but was unable to give any commitment as they were in the process of building their strategy and priority sectors to be funded from June 2011</p>

Application to Trade Mark East Africa to support Advocacy efforts for AGOA sustainability	February 2011	<p>ACTIF successfully developed and presented a proposal for support to Trade East Africa towards the extension of ACTIF's advocacy efforts on the sustainability of AGOA for our members. The proposal focused on three key areas: Appointment of a lead consulting firm in Washington USA for spearheading the advocacy efforts; Travel mission to Washington to USA by ACTIF ED and Chairman to present ACTIF's position to key officials and participation of seven ACTIF members in the AGOA forum scheduled to be held in June 2011 in Lusaka Zambia.</p> <p>This proposal has been approval and currently in the process of implementation</p>
Finalization of report on Africa's competitiveness in comparison to selected Asian LDCs supported by BAF	February 2011	<p>Following the support received from Business Advocacy Fund (BAF) funded by DANIDA, ACTIF was able to finalize a detailed and comprehensive report on Africa's competitiveness vis a vie selected Asian LDC's along the cotton value chain.</p> <p>The report included an analysis of comprehensive studies made from 6 African Countries (Kenya, Ethiopia, Swaziland, Lesotho, South Africa and Mauritius) and for three Asian countries (Bangladesh, Cambodia and Vietnam).</p> <p>The report is currently being used to advance the advocacy efforts in support of the sustainability of AGOA in sub Sahara Africa (SSA)</p>
ACTIF Board meeting and approval of strategy	March 2011	<p>ACTIF successfully held a board meeting in Mauritius on 16th March. The agenda of the board meeting included the review and validation of ACTIF strategy and issues revolving around the future sustainability of ACTIF.</p>

		<p>Five board directors were in attendance including the board secretary and an ACTIF consultant for review and validation of the strategy.</p> <p>The strategy was successful reviewed and approved by the board as well suggestions for enhancing ACTIF's sustainability.</p>
<p>Origin Africa Designer showcase</p> 	<p>March 2011</p>	<p>ACTIF successfully participated in the planning and development of the Origin Africa designer show case as well the participation in the Origin Africa event in Mauritius on 16th - 18th March 2011</p> <p>ACTIF together with MEXA, Enterprise Mauritius and a representative of the US Embassy in Mauritius participation of the opening session. The event was officially opened by the Minister for foreign affairs in Mauritius.</p>
<p>Appointment of consultant for supply side analysis for four countries</p> 	<p>March 2011</p>	<p>Following the finalization of market consultation exercise for the supply side analysis of four East African countries funded by CDE, ACTIF successfully signed a contract with Intertek Mauritius appointing them as the lead consultants to roll out the study. The endorsement took place in Mauritius and was witnessed by the ACTIF board members, COMESA and representatives from Intertek Mauritius.</p>

4. Grant Activity Results

4.1 Indo Africa Strategy along the cotton value chain

The Indo Africa Strategy along the cotton value chain proposed a number of cooperation activities between Africa and India. These are highlighted below:

1. ACTIF, CAI, ITC & AAACP

Cotton Association of India (CAI) is an organization that provides a wide range of services to the entire cotton value chain in India. Their services cover all segments of cotton trade and textile industry including Mill buyers, growers and Growers cooperatives, Ginners, brokers, merchants, importers and exporters etc.

EU-All African Caribbean Pacific Agricultural Commodities Programme (EU-AAACP) is an initiative of the European Commission and the ACP Secretariat with an overall objective of improving incomes and livelihoods for ACP producers of traditional and other agricultural commodities, and to reduce income vulnerability at both producer and macro levels.

ACTIF proposed to engage further with CAI in partnership with ITC & EU-AAACP as follows:

- i. **Transfer of technology:** ACTIF will be happy to facilitate transfer of technologies relevant to the African CTA sector through linkages of the Indian institutions and targeting specific sectors along the CTA value chain within our member countries
- ii. **Capacity building activities:** ACTIF will be happy to facilitate capacity building activities at regional level or in any of our individual member countries with the objectives of enhancing quality and productivity.
- iii. **Quality control and accreditation procedures:** ACTIF will be happy to facilitate direct exchanges of students and scientists within the cotton value chain research and training institutions between CAI and our individual member countries organizations representing the farmers and ginners, to build capacity in setting up procedures for quality control and accreditations.

2. ACTIF, ITC, INDIAN MERCHANTS CHAMBER, UNCTAD, DFID & KOTAK & CO.

ACTIF and the African delegation in general were quite impressed with the efforts put in place to sustain and develop the handloom sector in India. We further make reference to the task force report titled '*the handloom project: Looking ahead*' that was prepared under chairmanship of Mr. Suresh Kotak, detailing the initiatives that were successfully implemented in India to promote the handloom sector.

ACTIF proposed to engage further with stakeholders and partners listed above in the following areas:

- i. **Transfer of technology:** ACTIF will be happy to facilitate introduction of the handloom concept to African rural population within our member countries to promote employment and wealth creation.
- ii. **Investment promotion:** To facilitate investment within the handloom sector within any of our member countries.
- iii. **Capacity building:** ACTIF will be happy to facilitate capacity building workshops at rural level to facilitate transfer of skills
- iv. **Develop exports into regional and international markets with joint collaborations.**

3. ACTIF, ITC, GUJCOT & KOTAK & CO.

Gujarat State Co-operative Cotton Federation Ltd (GUJCOT) is a nodal arm of the state government and has been very successful in empowering farmers and the cotton production sector in the state of Gujarat, which is also referred to as the cotton capital of India. ACTIF was privileged to visit some of the farmer cooperatives in India and also interacted with the Government officials in the state of Gujarat with the Ministry of Agriculture.

ACTIF proposes to engage further with GUJCOT in partnership with ITC and Kotak & Co. Ltd in the following areas:

- i. **Market Access:** ACTIF will be happy to facilitate market access activities aimed at linking Gujarat suppliers of seeds, pesticides and other inputs at a regional level or targeting any of our individual member countries.
- ii. **Investment in Cotton Production:** ACTIF will be happy to facilitate investment exploration activities in any of our member countries aimed at boosting cotton production to meet local and international demand.
- iii. **Capacity building of farmers Cooperatives:** ACTIF will be happy to facilitate any capacity building activities aimed at building the capacity the local cotton cooperatives within on a regional level or at our individual member countries.
- iv. **Direct exchange programs:** ACTIF will work to develop facilitation of exchange programs for farmers , research scientist, ginners, and any related programs under cotton value chain with various institution in Gujarat for our member countries in collaboration with

our individual member associations

4. ACTIF, ITC & Fibre to Fashion

Fibre2Fashion is a premier Marketplace for World Textile, Apparel & Fashion Industry, Best B2B Textile Portal, B2B Trade & Business portal. Fibre2Fashion was among the keys hosts for the South South visit in India, during the African delegation's visit to the state of Gujarat.

ACTIF proposes to engage further with fibre2fashion in partnership with ITC and Kotak & Co. Ltd in the following areas:

- I. Developing synergy between ACTIF and F2 F for developing Trade between India and Africa
- II. Exchange membership information between the two institutions and become members of each others' organizations
- III. Utilize Fibre2Fashion as a window to Africa for Indian investors
- IV. Sell country reports and other reports develop through ACTIF with assistance of Fibre to fashion website.
- V. Promote new developments and information to members via Fibre2Fashion reports, magazines and reports to members other interested parties.

5. Capacity building workshop for African Cotton, Textile & Apparel sectors

(ACTIF, ITC, KOTAK & Co., CIRCOT, DKTE, CICR, SITRA, CSIR, USAID COMPETE, African Textile Universities and vocational training institutions & other stakeholders)

CSIR: The Council for Scientific and Industrial Research (CSIR) in South Africa is one of the leading scientific and technology research, development and implementation organizations in Africa. It undertakes directed research and development for socio-economic growth.

DKTE: This is a leading Textile & Engineering Institute in India that has shown a keen interest in collaborating with African Textile Institutions

SITRA: South India Textile Research Association

Joint venture between government and business, dedicated to applied research on textile processes, consulting, materials testing and training.

CIRCOT: Central Institute for Research on cotton technology (CIRCOT) is a the leading cotton research center in India.

USAID COMPETE - Competitiveness and Trade Expansion Program takes a holistic approach to addressing the constraints and promoting the opportunities available to African companies to increase their competitiveness and trade with the United States and global markets, with the objectives of: Reduce barriers to trade; Increase competitiveness and market access in selected

value chains including staple foods, and; Increase trade and investment between the U.S. and Eastern and Central Africa (ECA) via the ECA Trade Hub.

The need for a capacity building workshop bringing together Indian CTA stakeholders and African CTA stakeholders along the cotton value chain was identified as a key necessity in order to share experiences with the African sector and further promote the Indo African cooperation.

ACTIF would like to engage with the proposed partners above and work with a local University in Kenya to host a two day Indo African conference along the cotton value chain and also involve some international players. The overall objectives of the workshop will be to:

1. To bring together Textiles and Apparel stakeholders from Kenya, Africa, India and the world to share experiences.
2. To create a forum that can bring Policy makers to sit with stakeholders and hear firsthand the challenges facing the Textiles and Apparel sector, and hopefully change the attitude of Business as usual.
3. Create a forum where the impact of trade arrangements such as Africa Growth & Opportunity Act (AGOA) & European Partnership Agreement (EPA) and the effects of the lifting of the Multi-Fibre Arrangement (MFA) ban can be discussed in the presence of all stakeholders.

4.2 Application to USAID COMPETE for support covering the period of January – October 2011

The activities that were included in the grant application were categorized under three key result areas. Under result 1, titled '**Promoting Trade in African, Cotton, Textile and Apparel**', activities in with this objective include: Developing a regional CTA directory for building trade linkages; convening stakeholders meetings for East & Southern African members; Engage with US & other partners for stronger Trade relations; Forge partnerships and linkages that will result in capacity building workshops for our members in risk management, accreditation & CSR requirements among others to enhance Trade & Competitiveness.

Under result 2, titled '**Enhancing institutional framework for ACTIF sustainability**', the activities proposed here included: Holding of board & committee meetings; developing a quarterly regional CTA magazine to feature CTA development in Africa and allow for adverts by members & non members to generate revenue; Promotion of opportunities in SSA CTA sectors through a short clip by ACTIF to be presented in various forums and workshops; Update of ACTIF print profile; maintaining representation at regional & international events for exploring opportunities for Trade linkages and to develop membership, such as origin Africa designer showcase; ICAC Plenary 2011; ITMF Conference 2011 (which incorporates the International exhibition of Textile Machinery - ITMA).

Under result 3, titled '**Develop a Market information system (MIS) for enhancing Competitiveness**', the activities proposed here include a detailed supply side analysis in three phases to cover the East African region of CDE countries (Phase I), Eastern & Southern African

Countries of CDE countries (Phase II) & Non CDE countries (Phase III). We propose to partner with CDE, COMESA, COMPETE or any other partners to cover the entire member countries across SSA for this intervention. We also intend to secure a partner for the development of a demand side CTA database to promote trade between the African & foreign markets. The supply side & demand side reports will assist in developing market linkages to enhance Trade and Competitiveness of the CTA sectors.

4.3 Competitive bidding evaluation for supply side Analysis funded by CDE

Following confirmation of support from the Center for the development of enterprise (CDE) to conduct a comprehensive supply side analysis of four countries (Kenya, Uganda, Tanzania & Sudan), ACTIF successfully conducted a market consultation exercise which included the evaluation of bids from four consulting firms which included: Integrated development Consultants; Bhawani Textile Consultants and Intertek Mauritius .

The summary of the evaluation of the bids is captured below:

Name of bidder	Observations
INTEGRATED DEVELOPMENT CONSULTANTS	A strong technical proposal with limited experience in related Textile assignments
INTERTEK MAURITIUS	A very strong technical team proposal backed up by a team with wide practical experience in the Textile industry
BHAWANI TEXTILE CONSULTANCY	A good proposal with one very strong consultant but one with very limited experience in related Textile assignments.

The average technical scores were as follows:

Ref: EAF/1005/01	Max	Bid 1	Bid 2	Bid 3
Name of the bidder		Integrated Development Consultants	Intertek Mauritius	Bhawani Textile Consultancy
Total technical score	80	56.66	66.16	57.83

Final award

The technical evaluation committee proposes to award the contract to the economically most advantageous offer **INTERTEK, MAURITIUS** as follows:

Ref: EAF/1005/01	Max	Bid 1	Bid 2	Bid 3
Name of the bidder		Integrated Development Consultants	Intertek Mauritius	Bhawani Textile Consultancy
Technical score	80	56.66	66.16	57.83
Financial score	20	20.00	19.87	19.96
Total score	100	76.66	86.03	77.79

4.4 Application to Trade Mark East Africa to support Advocacy efforts for AGOA sustainability

The proposed intervention on AGOA sustainability in Africa by ACTIF is in line with the trade facilitation and enhancement objective of TMEA within the EAC region. We are not aware of any similar intervention targeting the CTA sectors taken up by any other association or federation with the support of any funding partners. This intervention complements the initiative taken by the African Diplomatic Corps, African governments, civil society and is in line with their request for extension of AGOA on long term or permanent basis.

It is paramount for the CTA industry to secure an extension of AGOA on a permanent or a longer term basis in order to sustain the present gains for generation of employment, investment and trade enhancement within the region. This will also assist in developing more employment and wealth creation for the small farm holders and associated sector workers. The extension of AGOA is primarily dependent on the future modification and acceptance of the proposed AGOA bill submitted by US congressional committee to the US Congress.

The detailed activities and timelines are highlighted below:

Project Activity	Year 1											
	Q1				Q2				Q3		Q4	
Contracting of Consulting firm for AGOA advocacy												
ACTIF travel to US for Advocacy effort												
Participation in AGOA forum in Zambia												

Legend

	Planning/ Preparation		Procurement		Implementation & Monitoring
	Peer Review Group Approval		PIC Decision		Closure & Evaluation

Capacity of consulting firm:

Mr. Ryberg's specialty is international trade law, especially as it relates to trade between the US and Africa. Mr. Ryberg is a recognized expert in the African Growth and Opportunity Act (AGOA), and participated heavily in the lobbying campaign to enact AGOA and its subsequent 4 amendments. Mr. Ryberg has represented several African governments in obtaining eligibility under the AGOA apparel program. He has been a consultant for the last 28 years. His educational background is Harvard Law School, J.D., 1977 (cum laude) and Wichita State University, B.A. (Political Science), 1974 (summa cum laude).

Sustainability

The impact of AGOA extension is expected to be felt well beyond the enactment phase. Existing investments as a result of AGOA continuity will grow while new investment will be attracted specifically in the intermediate sectors (Ginning, spinning, dyeing and finishing sectors). We also expect that the individual national associations to build capacity for continuation to engage the US government through other existing country level frameworks. The extension of AGOA will also entail building up capacity in terms of several educational institutions and vocational training in the new technology and methodology for building competitiveness.

4.5 Finalization of report on Africa's competitiveness in comparison to selected Asian LDCs supported by BAF

The terms of reference for this study were as follows:

1. The consultant will be provided with the following reports:
 - I. Country reports for selected African Countries: Kenya, Ethiopia, Mauritius, and (South Africa, Lesotho and Swaziland).
 - II. Country reports for Selected Asian Countries: Bangladesh, Cambodia and Vietnam
2. The Consultant will be required to analyze the country reports and illustrate the performance and impact of AGOA in the textile and apparel sectors of the African Countries in relation to the Asian Countries. The period of analysis is December 2004 and March 2010.

3. The proposed format of the report is shown below:

- I. Executive Summary
- II. Aggregated analysis of the performance of AGOA in the African Countries in relation to the selected Asian Countries
- III. The socio economic impact on the Textile and Apparel industry of during the period of December 2004 and March 2010. (Africa vs. Asian LDC's)
- IV. The impact of direct and indirect incentives offered by the Governments to the Textile and Apparel sector (Africa vs. Asia)
- V. The projected impact if AGOA is extended on short term basis, i.e. under 5 Yrs. (Africa vs. Asian LDC's)
- VI. Projected if AGOA is not extended (Africa vs. Asian LDC's)
- VII. Conclusion
- VIII. References

Being a comprehensive study report for 6 African Countries and three Asian countries, a copy of the report has been included in a CD for review.

4.6 ACTIF Board meeting and approval of strategy

Below are the suggested Focus Areas and Strategic Priorities included in the approved ACTIF strategic plan

Given the needs of the CTA sector and the structure as well as resources of ACTIF as described in the preceding sections, the choice of strategic priorities should seek to add value to member associations and companies in the areas of market linkages; productivity and quality; risk management and trade policy. Accordingly, the strategic priorities proposed are aligned to the four areas. These strategic priorities will enable ACTIF to narrow its focus on the delivery of those services that are demanded by membership and stakeholders and which it is best-placed to deliver, given its resources and structural configuration. The proposed strategic priorities are as follows:

- Strengthen market linkages through collection, synthesis and dissemination of information and provision of business-to-business platforms necessary to forge market linkages across the sector;
- Drive productivity improvements through provision of training to the ginning, textile and apparel segments of the CTA value chain;
- Provide training to enhance risk-management in the sector and Promote the competitiveness of the sector through representation of private sector perspectives on trade policies at the regional and international level

The detailed strategic document is attached separately.

4.7 Origin Africa Designer Showcase in Mauritius

The Origin Africa concept is to showcase the best of textile, design, sourcing and accessories available in the region. The designer's collection should embrace this concept



“Origin Africa” is an initiative of the USAID Competitiveness and Trade Expansion (COMPETE) Program. Through its Origin Africa awareness campaign, USAID COMPETE, in collaboration with the African Cotton & Textile Industries Federation (ACTIF), a pan-African private sector association covering over 20 countries, are working to change perceptions about doing business in Africa, and showcasing talents that capture the spirit, style and innovation of modern Africa. They help African firms get the right technical expertise to sell in global markets and they bring international buyers to the region.

The overall concept is to identify the designer talent in the region, not necessarily just those that are emerging into the spotlight, but also the latent and promising talent that must be out there, which perhaps cannot progress because of a lack of resources, contacts or opportunity. This includes students. It is also to identify weavers and knitters in the region as a source of fabric supply, to be used in the collections produced by the designers. It is hoped that the inaugural Designer Showcase in Nairobi, will promote opportunities for local talent and local manufacturers to work together to develop a strong African fashion industry.

This event was successfully concluded in Mauritius and full report is prepared by our partners and will be included in the next quarter report

4.8 Appointment of consultant for supply side analysis for four countries

Below is a profile of the appointed consulting firm to conduct the supply side analysis of four eastern African countries – Intertek Mauritius together with their external consultancy firm – Wazir Advisors.

About Intertek

For over a century, Intertek has been partnering with global retailers, manufacturers, and distributors to enhance clients' products, processes, and brands. Intertek's services support customers in setting, meeting, maintaining and evolving quality, safety and performance standards. In line with the increased global focus on product safety, environmental, ethical, and trade security issues; Intertek offers strategic supply chain security and corporate social responsibility programs as well as ethical sourcing assessments. As the global leader in textile testing, Intertek facilitates customers' quick responses to ever changing regulations with over 27,000 experts in over 1000 offices and laboratories in over 100 countries across the globe.

About Wazir

Wazir Advisors is a management consulting firm based out of India that advises clients globally on business strategies, mergers and acquisitions, joint ventures, funding and investments. Wazir is focused on the consumer-centric segments of Textile & Fashion, Food & FMCG, Education, Health & Wellness, Consumer Durables, etc. Wazir assists its clients in developing winning business strategies and implementing them successfully, end to end. Wazir's team consists of seasoned professionals with a background of consulting, engineering, research, financial services, operations, etc. Within the textile segment, the team members have successfully delivered a vast range of assignments for leading private and public organizations across the globe.

Project plan, approach, outcome and Statement of Commitment

Intertek and Wazir are proud to be associated with ACTIF to carry out the competitive supply side analysis of cotton textile & apparel sectors in Kenya, Uganda, Tanzania and Sudan. This will be a 4 month assignment with the primary aim to produce a comprehensive picture of the cotton, textile and apparel sector in the Eastern African region, by building up a base of information at country level and then consolidating the same at a regional level. This study will present information that will be helpful to ACTIF members and the region as a whole, to promote trade in the sector. The study will essentially cover:

- Information for buyer/seller matchmaking to grow exports and encourage regional integration
- Trends in exports and employment
- Potential regional strengths and weaknesses
- Gaps in institutional structures and communication channels
- A base for encouraging optimum use of existing R&D and training facilities
- Status and potential for each country to explore niche segments in the EU markets

In order to assist ACTIF more effectively in meeting its objective of increasing sector exports from identified countries to EU, Intertek and Wazir will additionally provide strategic inputs from a fact based analysis. Also, case studies of major textile & apparel exporting nations will be developed which will delve into the reasons of their success and industry evolution. This will present answers to some key questions like:

- Which EU markets should be targeted for individual product types (yarn, woven fabric, knitted fabric, garment, etc.)?
- Which niche segments within the EU market can be targeted effectively?
- What steps are required to increase the trade by industry?
- What steps are required to increase the trade by Government/ other authorities?
- What are the possible ways of addressing short comings of the existing suppliers?
- What are the learning from major textile and apparel exporters of the world?
- How their success stories can be emulated in target countries?

The key strength in delivering this assignment will be involvement of reputed international subject matter experts as external consultants. The Consultants working on this assignment have several years of experience of working with large private and government clients across the globe in textile and apparel sector.

5.0 Funding Summary (\$'s rounded)

Approved Grant	US\$ 274, 000.00
Amount spent	US\$ 55, 364.75
Balance unspent	US\$ 218, 635.25

6.0 Deliverables (those in document format)

1. Indo Africa cooperation strategy along the cotton value chain
2. Report on Africa's competitiveness in comparison to selected Asian LDCs supported
3. Application to Trade Mark East Africa for Advocacy support
4. Approved ACTIF strategic plan
5. Contract between ACTIF and Intertek for Supply side analysis
6. ACTIF Newsletter for Jan - February 2011

~ End of Report ~